

# Deloitte.



ReStart Center  
for Business  
Together, we  
create a new  
future



# ReStart Center for Business

## Together we create a new future

Invest in the recovery and development of your business with the co-financing opportunities made available by the new European funds.

Find out how we can help your organisation at [www.deloitte.pt](http://www.deloitte.pt) or via email at [ptrestartcenter@deloitte.pt](mailto:ptrestartcenter@deloitte.pt)

**With a team of more of 150 professionals, which encompasses Audit & Assurance, Consulting, Financial Advisory, Tax and Risk Advisory, and specialists from the different industries and sectors, with extensive business knowledge and experience, the ReStart Center for Business is the most comprehensive centre for strategic and operational support in the area of European and Community funds.**

This multidisciplinary centre forming part of a European Deloitte network covering all Member States is aimed at public and private companies. It helps organisations to identify and implement strategic investments relevant to their business and to maximise the co-financing opportunities offered by European Union funds (Portugal 2020, Recovery and Resilience Plan, and Portugal 2030), regardless of their location.

The integrated offer of the ReStart Center for Business is based on a centralised and close monitoring methodology. It covers all phases of access to funds, including the identification and design of complex projects compatible with European Union aid, preparation and submission of applications, assistance in the negotiation phase and the implementation and monitoring of projects that are co-financed.

## ReStart Center for Business

# Together we create a new future

**Multidisciplinary team** with more than 150 professionals of the Audit & Assurance, Consulting, Financial Advisory, Tax and Risk Advisory areas and **sector specialists** (consumer, energy, industrial resources and products, financial services, government and public sector, life sciences and health, technology, media and telecommunications), which enable us to serve our clients and provide an appropriate, centralised response to their actual needs.

**Experience accumulated over more than 25 years** in the provision of consultancy services related to the public financing of investment projects for public and private organisations of different sizes (small, medium or large). The success rates over 95% attest to our ability to create value.

**Specialised, integrated offer** in the field of Resilience, Digital Transition and Climate Transition, which include consulting on management and financial incentives, processes and operations, systems and network engineering, technological implementation, cybersecurity, human capital management, financial sustainability operations and tax consultancy.

**A solid, comprehensive work methodology** that involves seven main stages is aimed at accompanying the project's entire life cycle, from support in the strategic definition of transformation projects, a preliminary study of existing community support, the entity's individual and sectoral positioning, identification and design of projects compatible with European Union aid, preparation and submission of co-funding applications, and support in the negotiation phase and the management and monitoring of projects, allowing organisations to concentrate efforts on the implementation of their business.

**Inclusion in a Deloitte European network** composed of more than 15,000 professionals and present in the 27 Member States of the European Union, providing an international approach in the identification and selection of the investment support incentives available, regardless of their location.





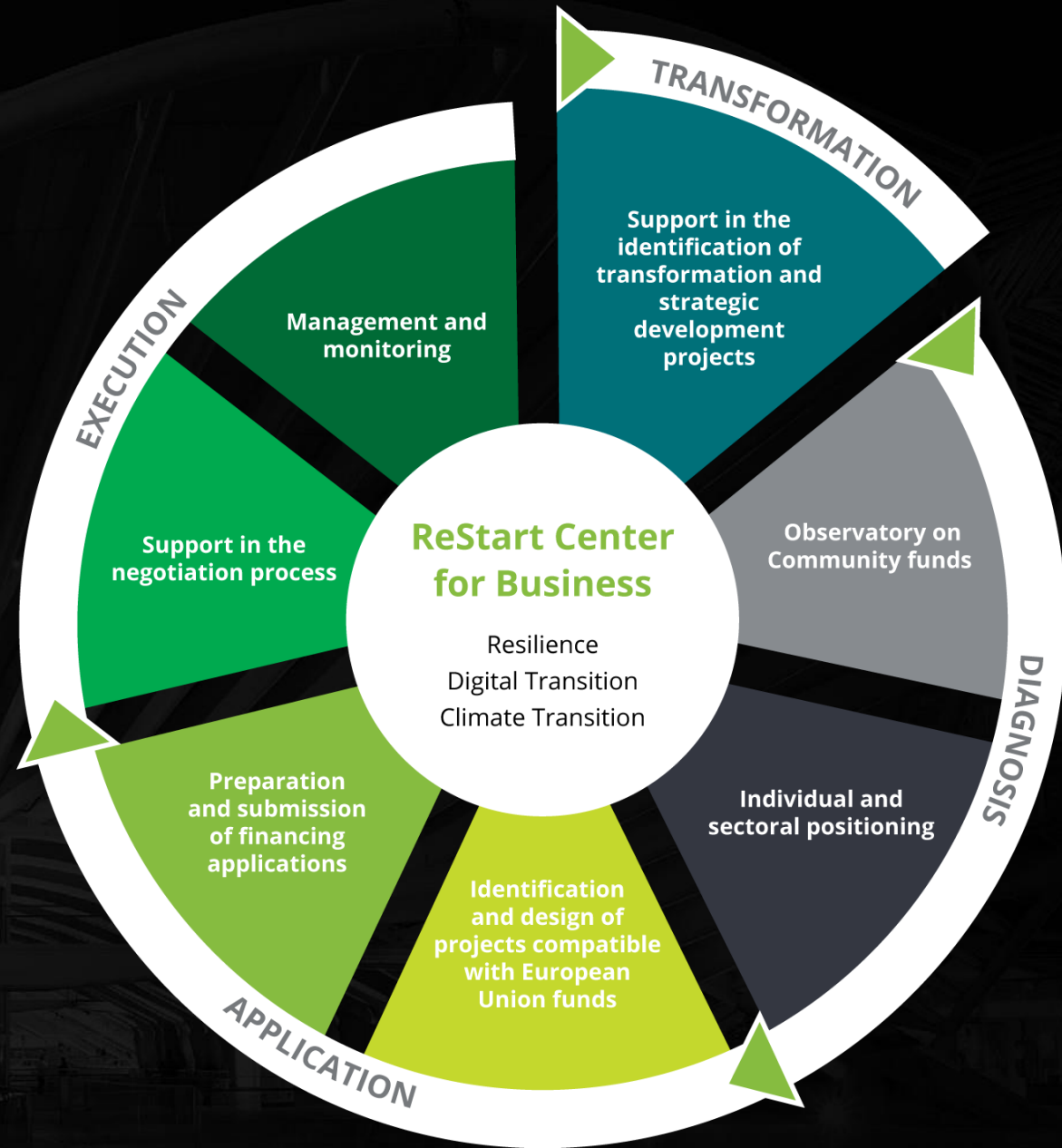
ReStart Center for Business

# Methodology

## ReStart Center for Business

# Solid, cross-cutting methodology

We use the experience acquired by the team at the ReStart Center for Business to offer a solid, cross-cutting work methodology that comprises seven main stages designed to follow the project's life cycle from its inception to the evaluation of results, thereby allowing organisations to focus their efforts on their business.





ReStart Center for Business

Offer

# Specialised and integrated offer

We provide an integrated, multidisciplinary offer in the identification of financing opportunities for organisations' different areas of investment, committing to the close and permanent accompaniment of their business.

TRANSFORMATION

## Resilience

### NATIONAL HEALTH SERVICE

- Optimisation of hospital management and integration of home and virtual-care offers

### SOCIAL RESPONSES

- Development of digital hospital management solutions that improve healthcare delivery

### PRODUCTION POTENTIAL AND EMPLOYMENT

- Implementation of strategic reindustrialisation programmes

### INFRASTRUCTURE

- Design and implementation of smart and sustainable infrastructure

## Digital Transition

### DIGITISATION OF PUBLIC ADMINISTRATION

- Design and implementation of new digital experiences
- Transformation of processes and the technological core of Public Administration
- Integration of cybersecurity, cloud, analytics and artificial intelligence solutions into the Public Administration digital ecosystems

### DIGITALISATION OF SMEs

- Designing, implementing and operational implementation of the digital strategy for SMEs

### DIGITAL CAPACITY BUILDING

- Development of personalised training programmes to improve digital skills
- Creation and implementation of citizen-focused digital literacy programmes

## Climate Transition

### DECARBONISATION ROADMAPS

- Measuring the footprint and setting the vision for reducing greenhouse gas emissions
- Identification and analysis of mitigation options, evolution scenarios and their impacts

### STRATEGY FOR HYDROGEN

- Mapping opportunities for the introduction of green hydrogen and renewable gases
- Development of business models and plans associated with the production and introduction of green hydrogen
- Management and monitoring of pilot projects in the different sub-sectors of the industry

### SUSTAINABLE MOBILITY

- Design of sustainable, multimodal mobility strategies for decarbonisation of mobility services, improvement of public transport and increase in shared mobility
- Implementation of technological solutions to support the planning, management, operation and monitoring of mobility systems, in the context of smart cities

FUNDING	Information and positioning	<b>EU FUNDS OBSERVATORY</b> <ul style="list-style-type: none"> <li>• Information platform on European and national support</li> <li>• Comparative diagnoses between the funds of the different Member States</li> </ul>	<b>INDIVIDUAL AND SECTORAL POSITIONING</b> <ul style="list-style-type: none"> <li>• Framework analyses and sectoral solutions by field or thematic agenda</li> <li>• Drafting of descriptive documents on projects to be supported by European funds</li> </ul>
	Design, processing, implementation and communication of European funds	<b>IDENTIFICATION AND DESIGN OF PROJECTS COMPATIBLE WITH EUROPEAN UNION SUPPORT</b> <ul style="list-style-type: none"> <li>• Mapping of opportunities and analysis of project eligibility</li> <li>• Analysis of project merit and quantification of the potential incentive</li> <li>• Diagnosis of the project's financial impacts</li> </ul> <b>SUPPORT IN THE NEGOTIATION PHASE</b> <ul style="list-style-type: none"> <li>• Assistance in the negotiation process, decision on contracts and project planning</li> <li>• Scenario mapping for decision making</li> </ul>	<b>PREPARATION AND SUBMISSION OF FUNDING APPLICATIONS</b> <ul style="list-style-type: none"> <li>• Economic and financial studies supporting the investment</li> <li>• Preparation of application forms</li> <li>• Cost-benefit analysis reports</li> </ul> <b>MANAGEMENT AND MONITORING</b> <ul style="list-style-type: none"> <li>• Project management and planning, including analysis of deviations and drawing up recommendations</li> <li>• Preparation of requests for incentive payments and respective certification reports</li> </ul>



A group of five business professionals (three men and two women) are gathered around a table in a meeting room, looking at documents and laptops. The image is overlaid with a dark green gradient. The text 'ReStart Center for Business' is in a light green color, and 'Team' is in white.

ReStart Center for Business

# Team



## ReStart Center for Business

# Specialised, multidisciplinary team

We have a team of over 150 qualified professionals with substantial expert knowledge of our clients' businesses, headed by:



**Sérgio Oliveira**

ReStart Center for Business Leader

Partner, Tax

Global Investment and Innovation Incentives

seoliveira@deloitte.pt

+351 210 427 527



**Miguel Eiras Antunes**

ReStart Center for Business | Resilience

Partner, Public Sector, Transportation,  
Automotive & Tourism Leader

meantunes@deloitte.pt

+351 210 423 825



**Diogo Santos**

ReStart Center for Business | Digital Transition

Partner, Consulting

Business Consulting

disantos@deloitte.pt

+351 210 423 064



**Filipe Melo de Sampaio**

ReStart Center for Business | Climate Transition

Associate Partner, Consulting  
Energy, Resources & Industrials

fsampaio@deloitte.pt

+351 210 422 567

**ReStart Center for Business**

# Team Global Investment and Innovation Incentives



**Sérgio Oliveira**

ReStart Center for Business Leader

Partner, Tax

Global Investment and Innovation Incentives

seoliveira@deloitte.pt

+351 210 427 527



**Susana Enes**

Partner, Tax  
Global Investment and Innovation  
Incentives



**Jorge Nadais**

Partner, Tax  
Global Investment and Innovation  
Incentives



**Nuno Ferreira**

Associate Partner, Tax  
Global Investment and Innovation  
Incentives



**Alexandre Andrade**

Associate Partner, Tax  
Global Investment and Innovation  
Incentives



# ReStart Center for Business Resilience Team



**Miguel Eiras Antunes**

ReStart Center for Business | Resilience  
Partner, Public Sector, Transportation,  
Automotive & Tourism Leader  
meantunes@deloitte.pt  
+351 210 423 825



**Rui Gidro**

Partner, Consulting  
Business Consulting



**Carlos Cruz**

Partner, Risk Advisory  
Healthcare Leader



**Nelson Fontainhas**

Partner, Consulting  
Enterprise Technology &  
Performance



**Jorge Nadais**

Partner, Tax  
Global Investment and Innovation  
Incentives



**Ana Pinheiro**

Partner, Audit & Assurance  
Public Sector



**Joaquim Oliveira**

Associate Partner, Consulting  
Business Consulting



**Inês Costa**

Senior Manager, Financial Advisory  
Real Estate



**Jean Barroca**

Senior Manager, Consulting  
Digital Modernization, Smart Cities  
& Smart Infrastructure



**Cátia Rafael**

Senior Manager, Financial Advisory  
Public sector



**Miguel Taborda**

Manager, Tax  
Global Investment and Innovation  
Incentives



# ReStart Center for Business Digital Transition Team



**Diogo Santos**

ReStart Center for Business | Digital Transition

Partner, Consulting  
Business Consulting  
disantos@deloitte.pt  
+351 210 423 064



**Hervé Silva**

Partner, Consulting  
Analytics & AI



**Pedro Tavares**

Partner, Consulting  
Telecom & Engineering



**José Augusto Silva**

Partner, Consulting  
Digital



**César Marto**

Partner, Consulting  
CoE Outsystems, Technology



**José Pedro Vicente**

Partner, Consulting  
Digital, Citizen Experience



**Nuno Bettencourt**

Partner, Audit & Assurance  
Consumer, Technology, Media  
and Telecommunications



**Frederico Macias**

Partner, Risk Advisory  
Cyber



**Alexandre Andrade**

Associate Partner, Tax  
Global Investment and Innovation  
Incentives



**Daniel Duque**

Director, Consulting  
Cloud



**Bruno Silva Batista**

Director, Consulting  
Core Business Operations



**João Pita Negrão**

Senior Manager, Consulting  
Human Capital

## ReStart Center for Business

# Climate Transition Team



**Filipe Melo de Sampaio**

ReStart Center for Business | Climate Transition

Associate Partner, Consulting  
Energy, Resources & Industrials

fsampaio@deloitte.pt

+351 210 422 567



**Bruno Marques**

Associate Partner, Risk Advisory  
Energy, Resources & Industrials



**Sérgio do Monte Lee**

Partner, Consulting  
Power & Utilities, Oil & Gas Leader



**Diogo Nuno Santos**

Partner, Consulting  
Business Consulting



**Afonso Arnaldo**

Partner, Tax  
Indirect Tax



**Susana Enes**

Partner, Tax,  
Global Investment and Innovation  
Incentives



**Nuno Bettencourt**

Partner, Audit & Assurance  
Consumer, Technology, Media  
and Telecommunications



**Pedro Carvalho**

Senior Manager, Financial Advisory  
Energy



**Jean Barroca**

Senior Manager, Consulting  
Digital Modernization, Smart Cities  
& Smart Infrastructure



**Cátia Rafael**

Senior Manager, Financial Advisory  
Public Sector

# ReStart Center for Business

Together, we  
create a new  
future

Invest in the recovery and development of your business with the co-financing opportunities offered by new European funds.

Find out how we can help your organisation at [www.deloitte.pt](http://www.deloitte.pt) or via email at [ptrestartcenter@deloitte.pt](mailto:ptrestartcenter@deloitte.pt)

# Deloitte.

“Deloitte” refers to one or more member firms and their related entities of the global network of Deloitte Touche Tohmatsu Limited (DTTL). DTTL (also referred to as Deloitte Global) and each of its member firms are separate, independent legal entities. DTTL does not provide client services. For more information go to [www.deloitte.com/pt/about](http://www.deloitte.com/pt/about).

Deloitte is a leading global provider of audit and assurance, consulting, financial advisory, risk advisory, tax and related services. Our network of member firms spans more than 150 countries and territories and serves four out of every five Fortune Global 500® companies. To find out about the positive impact created by Deloitte's approximately 312,000 professionals, go to [www.deloitte.com](http://www.deloitte.com).

This communication contains general information only and does not constitute advice or the provision of professional services by Deloitte Touche Tohmatsu Limited, its member firms or their related entities (jointly the “Deloitte Network”). Get advice from a qualified professional before making any decision that may affect your finances or business. No entity in the Deloitte Network shall be liable for any damage or losses suffered by anyone who may have based their decision on this communication.